

Message Text

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12

ACTION EB-07

INFO OCT-01 AF-06 EUR-12 ISO-00 FAA-00 DOTE-00 /026 W

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R 161358Z MAY 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 9464

INFO FAA BRUSSELS

AMEMBASSY LAGOS

USDOC WASHDC

UNCLAS PARIS 12471

FOR COMMERCE AND DOT/FAA

USDOC FOR BELDEN/RUFFNER/FIELD LAGOS FOR FAA

E.O. 11652:N/A

TAGS: BEXP, EAIR, FR

SUBJ: 1975 PARIS AIR SHOW

1. FAA PARIS REP AND DMA MET 5/15 WITH ASECNA REPS. ASECNA IS AN INTERNATIONAL ORGANIZATION, HEADQUARTERED IN DAKAR WITH REGIONAL OFFICES THROUGHOUT WEST AFRICA AND PARIS. ASECNA COORDINATES AIRPORT AND AIR TRAFFIC CONTROL (ATC) MATTERS WITH 14 FORMER FRENCH TERRITORIES IN AFRICA. COUNTRIES THEY REPRESENT: CAMEROON, CENTRAL AFRICAN REPUBLIC, CONGO, IVORY COAST, DAHOMEY, GABON, UPPER VOLTA, MADAGASCAR, MALI, MAURITANIA, NIGER, SENEGAL, CHAD AND TOGO - ARE ALL IN NEED OF MODERNIZING THEIR AIRPORTS AND ATC EQUIPMENT. A GROUP OF 30 ASECNA OFFICIALS WILL VISIT PAS ON AN INVESTIGATION AND "SHOPPING" TOUR. THIS PRESENTS AN OUTSTANDING OPPORTUNITY OF EXPANDING CONTACTS OUTSIDE PRIMARY MARKETING AREA AND LAYING GROUNDWORK LONG-TERM SALES THESE 14 COUNTRIES. THEY PLAN TO VISIT US PAVILION JUNE 6, ONLY DAY AVAILABLE.

2. WE HAVE PROPOSED FOLLOWING SCHEDULE TO GIVE THEM EXPOSURE TO THOSE FIRMS EXHIBITING AIRPORT/ATC EQUIPMENT:
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12:45 VISIT THEMATIC AREA, PAVILION

13:00 VISIT FAA STAND FOR ORIENTATION/BRIEFING

13:30 DRINKS/LUNCH HOSTED BY FAA AND 20-25 US

PARTICIPANTS

15:00 ASECNA OFFICIALS VISIT INDIVIDUAL BOOTHS
OF KEY COMPANIES

16:30 DEPART LE BOURGET.

3. WE HAVE REVIEWED CLOSELY LIST EXHIBITORS AND FEEL
FOLLOWING 25 MIGHT BE MOST APPROPRIATE: AIRCRAFT RADIO
AND CONTROL, AVIATECH, AVITRON, BURROUGHS, CHROMALLOY,
E-SYSTEMS (CORPORATE AND ELEC. SYSTEMS), EDO, GATES,
GTE, HAZELTINE, HOFFMAN, IEM, HARVESTER, LOCKHEED
(CORPORATE AND ELECTRONICS), MITRE, PF INDUSTRIES,
POELLMITZ, RCA, SINGER (LIBRASCOPE AND SIMULATION DIVS),
SUNAIR, TI, TULL, WESTINGHOUSE.

4. ACTION

REQUEST YOU CONTACT ABOVE COMPANY REPS COMING FOR PAS
AND ASCERTAIN THEIR INTEREST MEET WITH ASECNA OFFICIALS.
IF POSITIVE, WE SUGGEST OBTAIN COMMITMENT 1) THEY
FURNISH EXEC. BE PRESENT FOR LUNCH AND VISIT OF BOOTHS
AND 2) PARTICIPATE IN COST OF LUNCH AT PAVILION
RESTAURANT, ABOUT \$20-25 PER COMPANY, IF ALL
PARTICIPATE. PLEASE APPRISE US OF THOSE PARTICIPANTS
INTERESTED, NAME OF OFFICIAL SO THAT WE MAY CONTACT THEM
DURING EXHIBITOR'S BRIEFING. ALERT BELANGER.

5. AIRMAILING LIST ASECNA VISITORS TO YOU AS WELL AS TO
ABOVE 25 FIRMS.
RUSH

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